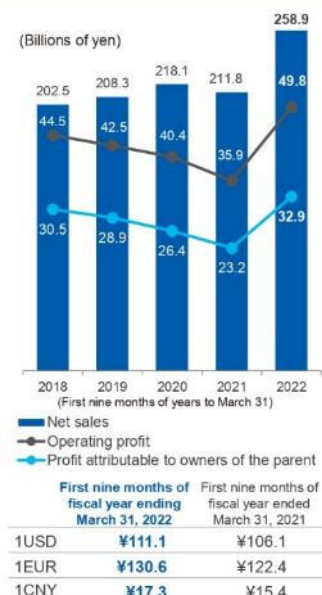


Presentation

Financial Highlights (Year on Year)



(Billions of yen)	First nine months of fiscal year ending March 31, 2022		First nine months of fiscal year ended March 31, 2021		YoY (Previous period = 100%)
	Results	Ratio	Results	Ratio	
Net sales	258.9	100%	211.8	100%	122.2%
Cost of sales	121.5	46.9%	103.2	48.7%	117.7%
SG&A expenses	67.2	26.0%	58.2	27.5%	115.6%
R&D expenses	18.3	7.1%	15.2	7.2%	119.9%
Other income (expenses)	(1.9)	(0.7)%	0.7	0.4%	-
Operating profit	49.8	19.3%	35.9	16.9%	138.9%
Profit attributable to owners of the parent	32.9	12.7%	23.2	11.0%	141.3%

- **Net sales:** Net sales rose significantly, owing to a recovery in testing demand (which lifted reagent sales) and the impact of exchange rates (yen depreciation).
- **Operating profit:** SG&A expenses increased. Even so, operating profit grew significantly thanks to higher sales, which pushed up gross profit and improved the cost of sales ratio. Exchange rate fluctuations raised net sales ¥15.30 billion and increased operating profit ¥5.26 billion. At the exchange rates prevailing one year earlier, net sales would have been up 15.0% year on year, and operating profit up 24.2%.
- **Profit attributable to owners of the parent:** Profit was up due to higher operating profit and an improvement in exchange gains (losses). Exchange gains (losses): Gain of ¥0.44 billion (loss of ¥0.64 billion in same period of previous fiscal year)

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Tachibana: Hello, I'm Tachibana from Sysmex.

I would like to explain on the overview of financial results for the third quarter of the fiscal year ending March 2022. Please turn to page three for the summary of financial results.

Net sales were JPY258.9 billion, up 22.2% from the previous year. Operating income was JPY49.87 billion, up 38.9%; and quarterly profit was JPY32.9 billion, up 41.3%.

In the first nine months of the fiscal year, net sales, operating income, and quarterly income all reached record highs.

Net sales increased substantially due to a recovery in demand for tests, growth in reagent sales as a result of sales measures in each region, and the impact of the weaker yen.

Operating profit increased significantly due to an increase in gross profit from the growth in reagent sales and an improvement in the cost-to-sales ratio, despite an increase in general and administrative expenses due to resumption of sales service activities.

As you can see on the lower left, the yen depreciated against the US dollar, euro, and Chinese yuan compared to the same period last year, and the resulting foreign exchange impact was a positive JPY15.3 billion on net sales and a positive JPY5.26 billion on operating income.

Quarterly income also increased due to an increase in operating income and an improvement in foreign exchange gains and losses.

The tax rate was 31.8%, almost the same level as the previous fiscal year.

Quarterly Operating Performance



The Company recorded double-digit growth in net sales compared with Q3 of the previous fiscal year, when performance was recovering from the impact of COVID-19. However, temporary losses led to an increase in other expenses, so the rise in operating profit was slight.

(Billions of yen)

	Q1 (Apr.–Jun.)			Q2 (Jul.–Sep.)			Q3 (Oct.–Dec.)		
	Ratio	YoY change (Previous period = 100%)		Ratio	YoY change (Previous period = 100%)		Ratio	YoY change (Previous period = 100%)	
Net sales	79.3	100.0%	131.2%	89.3	100.0%	124.9%	90.1	100.0%	113.0%
Cost of sales	37.4	47.2%	125.4%	41.4	46.4%	118.8%	42.5	47.2%	110.8%
SG&A expenses	21.5	27.1%	113.6%	22.5	25.2%	117.8%	23.1	25.7%	115.2%
R&D expenses	5.4	6.9%	111.8%	6.1	6.8%	126.5%	6.7	7.4%	121.4%
Other income (expenses)	0.1	0.2%	92.4%	(0.5)	(0.7)%	—	(1.5)	(1.7)%	—
Operating profit	15.0	19.0%	216.3%	18.6	20.9%	143.0%	16.1	17.9%	101.6%
Profit attributable to owners of the parent	9.9	12.6%	222.7%	12.2	13.7%	150.0%	10.6	11.8%	100.2%

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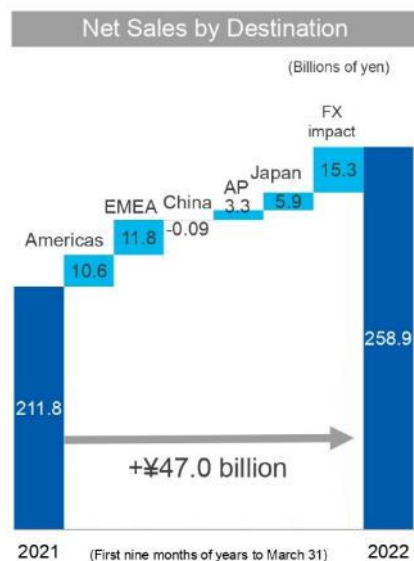
Next is the performance transition on a quarterly basis.

In the third quarter alone, sales grew by 13% and operating income by 1.6% from the previous year.

Sales grew by double digits compared to the same period of the previous year, when demand for testing was on a recovery track.

Operating income increased only slightly due to an increase in other operating expenses caused by a temporary loss recorded due to a fire at an outsourced storage facility.

Breakdown of Net Sales (by Destination)



Sales rose by double digits on a local currency basis in all regions except China, due mainly to increased sales of hematology reagents.

(Billions of yen)	First nine months of fiscal year ending March 31, 2022		YoY (Previous period = 100%)	
	Results	Ratio	Yen basis	Local currency basis
Net sales	258.9	100.0%	122.2%	115.0%*
Americas	59.2	22.9%	129.9%	123.9%
EMEA	76.1	29.4%	127.8%	119.9%
China	62.7	24.3%	111.3%	100.0%
AP	21.3	8.3%	126.2%	119.7%*
Japan	39.2	15.1%	118.0%	-

* Year-on-year increase on a yen basis, excluding the impact of exchange rate fluctuations

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Next are sales by destination.

Sales grew by double-digit in all regions on a yen basis, mainly due to sales growth of hematology reagents and the impact of yen depreciation.

On a local currency basis, double-digit growth was achieved in all regions except China.

The overall impact of foreign exchange on sales was a positive JPY15.3 billion overall, and by region,

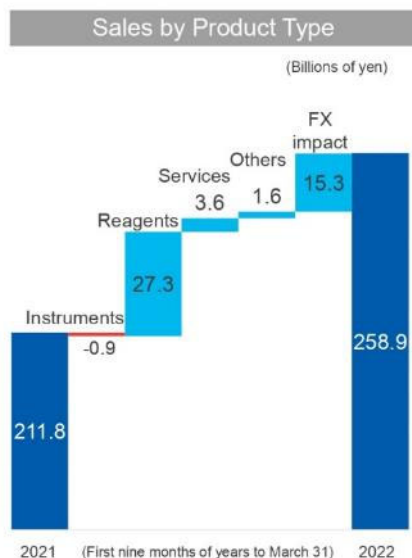
For the Americas it was JPY2.94 billion of positive impact.

For EMEA, it was JPY4.76 billion of positive impact.

For China, JPY6.49 billion of positive impact.

For AP, JPY1.09 billion of positive impact.

Breakdown of Net Sales (by Product Type)



- **Instruments:**
 - Performance was robust, centered on the Americas. However, sales were down year on year, reflecting a COVID-19-related demand surge in China in the same period of the previous year. Also, distributors reported delayed purchases.
- **Reagents:**
 - Sales rose, due to a substantial increase in the hematology field stemming from a demand recovery.
 - Testing demand related to COVID-19 in the hemostasis, immunochemistry and life science fields increased and boosted sales.

(Billions of yen)	First nine months of fiscal year ending March 31, 2022		YoY (previous period = 100%)	
	Results	Ratio	Yen basis	Excluding FX impact
Instruments	59.1	22.8%	104.5%	98.3%
Reagents	156.8	60.6%	130.8%	122.8%
Services, others	42.9	16.6%	121.6%	115.0%

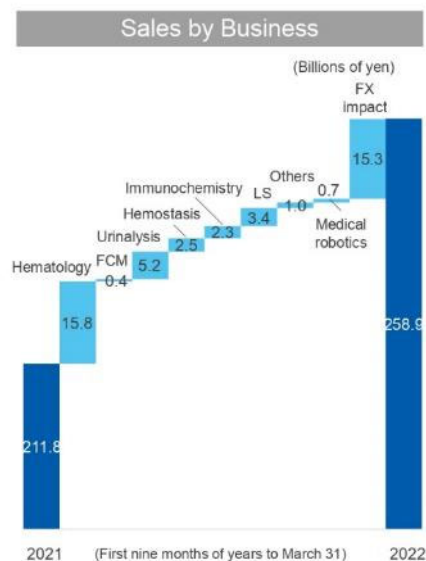
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Next are sales by product type.

Sales of instruments were strong, especially in the fields of hematology and urinalysis in the Americas, but declined in China due to the reaction to increased demand related to the novel coronavirus in the same period of the previous fiscal year and delays in purchases by distributors in the third quarter.

Sales of reagents increased significantly due to growth in all fields, especially in the field of hematology, as a result of recovery in the testing demand.

Breakdown of Net Sales (by Business)



Sales rose in all businesses thanks to a resurgence in testing demand, an increase in the direct sales area and expansion in the urinalysis field in North America.

(Billions of yen)	First nine months of fiscal year ending March 31, 2022		YoY (previous period = 100%)	
	Results	Ratio	Yen basis	Excluding FX impact
Net sales	258.9	100.0%	122.2%	115.0%
Hematology	151.8	58.6%	119.2%	112.4%
FCM	1.4	0.6%	154.9%	145.9%
Urinalysis	20.7	8.0%	146.9%	137.3%
Hemostasis	43.5	16.8%	114.8%	106.8%
Immunochemistry	13.7	5.3%	130.3%	122.7%
Clinical chemistry	2.2	0.9%	112.3%	107.5%
Life science	12.5	4.9%	148.2%	140.6%
Others	11.9	4.6%	114.7%	108.7%
Diagnostics business	258.1	99.7%	121.9%	114.6%
Medical robotics business	0.7	0.3%	-	-

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Next are sales by business.

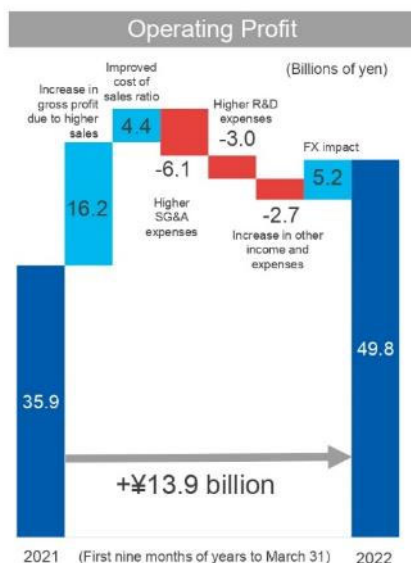
In the hematology field, sales increased by double digits due to a recovery in the number of tests that had declined due to the impact of the coronavirus, growth in instrument sales in the Americas, an increase in reagent sales due to an increase in the number of instruments installed in EMEA, and strong performance in countries that have recently switched to direct sales, such as India and Spain.

Sales in the field of urinalysis increased significantly, mainly due to the effect of the alliance with Siemens in North America.

Sales in the hemostasis, immunochemistry, and life science field increased due to strong sales resulting from the acquisition of bidding associated with the strengthening of medical infrastructure and increased demand for coronavirus-related tests.

The medical robotics business had sales of JPY740 million due to the introduction of surgical support robots in the Japan region.

Breakdown of Operating Profit



Note: Figures and comments below exclude the impact of exchange rates.

- Increase in gross profit due to higher sales: ¥16.28 billion
- Impact of improvement in the cost of sales ratio: ¥4.40 billion (1.8pt improvement)
 - Despite negative factors (such as the impact of sharply higher shipping costs), the ratio improved thanks to an increase in the proportion of reagent sales and a rise in the proportion of sales of products having a low cost-of-sales ratio.
- Increase in SG&A expenses: ¥6.19 billion
 - Expenses rose due to the recommencement of sales and service activities in each area, as well as to reinforcement of the direct sales structure.
 - Increase in expenses related to digitalization and the medical robotics business
- Increase in R&D expenses: ¥3.04 billion
 - Rise due to ongoing investment in product development and expenses related to regulatory affairs
- Increase in other expenses: ¥2.76 billion
 - Temporary expenses related to a fire at an outsourced storage facility
 - Impairment loss on intangible assets
- FX impact: ¥5.26 billion positive impact

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Next are breakdown of operating profit.

The main reason for the increase was an increase in gross profit due to higher sales.

The cost-to-sales ratio improved by 1.8 percentage points due to an increase in the sales composition of reagents and in the composition of products with a low cost-to-sales ratio, despite some negative impact from rising global transportation costs.

SG&A expenses increased due to the resumption of sales and service activities in various countries, investments related to digitalization, and expenses related to new businesses such as the medical robotics business.

R&D expenses increased due in part to continued investment in new product development and increased expenses related to regulatory affairs.

Other operating expenses increased due to temporary expenses such as a fire at an outsourced storage facility and impairment of intangible assets.

These factors resulted in the operating income.

Topics (April to December 2021)



Diagnostics business

- Relocated the PCR testing laboratory to our Research and Development Center and expanded its functions (Japan: May)
- TARC assay kit approved for an additional indication as an auxiliary assessment of COVID-19 aggravation risk (Japan: June)
- **Launched fifteen immunochemistry reagent parameters (such as tumor markers) (China: December)**
- **Obtained regulatory approval for locally manufactured instruments in Urinalysis field (knockdown production method) (China: December)**
- **Filed for manufacturing and marketing approval for an assay kit that assists in identification of amyloid beta accumulation in the brain (Japan: December)**

Medical robotics business

- **Completed application to expand regulatory approval for robotic assisted surgery system to gynecology and gastroenterology (Japan: October)**

Others

- **Selected for inclusion in the Dow Jones Sustainability World Index for the sixth consecutive year (November)**
- **With Yamato Transport, commenced dry ice-free transportation of reagents for gene testing in consolidated cargo at the ultralow temperature range of minus 70 degrees Celsius (Japan: December)**

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Next are the main topics so far in this fiscal year.

Topics for the third quarter since October last year are shown in blue.

In the diagnostics business, the first is immunochemistry reagents in China. In December last year, we began sequential sales of 15 reagent parameters developed at our Wuxi Development Center, including those jointly developed with local companies in China.

In the urinalysis field in China, we obtained the regulatory approval for locally manufactured instruments in December.

In the assay kit for Alzheimer's disease, we completed the application for manufacturing and marketing approval of amyloid- β in Japan at the end of December as planned.

In the medical robotics business, we completed an application to expand the application of our surgical robot system to gynecology and gastroenterology in October last year.

In addition, the Company was selected for the Dow Jones Sustainability World Indexes for the sixth consecutive year, and started ultra-low temperature transportation with YAMATO TRANSPORT CO., LTD.

Information by Destination (Americas)



(Billions of yen)	First nine months of fiscal year ending March 31, 2022	First nine months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Sales	59.2	45.6	129.9%	123.9%
Instruments	15.5	11.5	134.6%	128.4%
Reagents	27.6	21.1	130.4%	124.3%
Services, others	16.1	12.9	124.8%	119.1%

Due to the recovery following the COVID-19 impact, performance in the hematology field was solid, and North American sales in the urinalysis field rose, boosting sales.

- Instruments: In addition to robust performance in the hematology field, higher sales in the urinalysis field in collaboration with Siemens boosted sales in North America, lifting instrument sales.
- Reagents: Due to the recovery following the COVID-19 impact, sales increased in the hematology field and in the urinalysis field in North America, causing reagent sales to rise.

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Next is the situation by destination.

Sales in the Americas were JPY59.27 billion, up 29.9%, or 23.9% on a local currency basis. Sales of both instruments and reagents increased due to recovery from the impact of the coronavirus.

Sales of instruments increased due to progress in the installation of hematology instruments in the current fiscal year, which had been delayed in the previous fiscal year due to the spread of the coronavirus. In the urinalysis field, sales increased due to sales to users transferred from Siemens and sales of urinalysis system products that combine the products of both companies.

Sales of reagents increased mainly in the urinalysis field due to the installation of instruments in collaboration with Siemens, and to growth in the hematology field due to the recovery from the impact of the coronavirus.

The sales growth rates on a local currency basis for each region are

up 24.3% for the US, up 31.6% for Canada, up 30.6% for Latin America.

Information by Destination (EMEA)



(Billions of yen)	First nine months of fiscal year ending March 31, 2022	First nine months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Sales	76.1	59.5	127.8%	119.9%
Instruments	19.1	17.4	110.1%	103.0%
Reagents	44.8	32.4	138.2%	129.7%
Services, others	12.1	9.6	125.3%	117.5%

Instrument sales were robust, and reagent sales increased due to a recovery in testing demand, leading to higher sales in EMEA.

- **Instruments:** Sales of instruments rose, due to higher sales centering on the hematology, urinalysis and hemostasis fields. Behind this increase was the winning of tenders in Russia and Eastern Europe, where investment in healthcare infrastructure is active.
- **Reagents:** Due to a resurgence following the impact of COVID-19, sales rose in the hematology, urinalysis and life science fields. Sales also increased in the hemostasis field in Russia.

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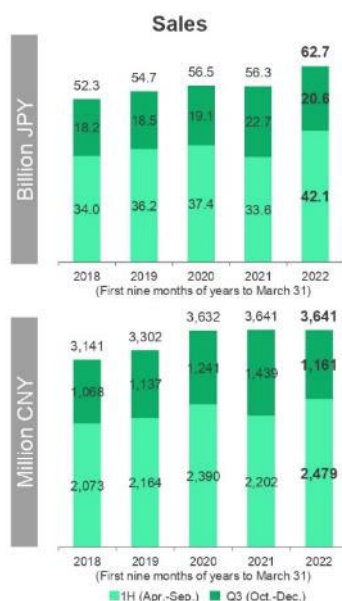
In the EMEA region, net sales were JPY76.18 billion, up 27.8%, or 19.9% on a local currency basis, with growth in both instruments and reagents.

Sales of instruments increased due to growth in the hematology field in France and other countries, as well as growth in the urinalysis and hemostasis fields as a result of the strengthening of medical infrastructure in Russia and Eastern Europe.

Sales of reagents increased in the fields of hematology, urinalysis and life science due to recovery in demand for testing and growth in direct sales areas. In addition, sales increased due to growth in sales of reagents for hemostasis in Russia and other countries.

The sales growth rates on a local currency basis by region within the EMEA region are up 17.5% for major five countries, up 12.2% for other countries in Europe, up 8% for Middle East, up 50% for Eastern Europe and Russia, and up 36.8% for Africa.

Information by Destination (China)



(Billions of yen)	First nine months of fiscal year ending March 31, 2022	First nine months of fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			(Yen basis)	(Local currency basis)
Sales	62.7	56.3	111.3%	100.0%
Instruments	13.1	17.9	73.3%	66.0%
Reagents	43.1	32.9	130.8%	117.4%
Services, others	6.5	5.4	119.5%	107.1%

Sales in the region increased despite a decline in instrument sales, as reagent sales were robust due to a resurgence following the impact of COVID-19.

- **Instruments:** Sales were down in reaction to high demand in the previous fiscal year in the urinalysis, hemostasis and immunochemistry fields. Sales were also affected by delayed purchases and sluggishness among some distributors.
- **Reagents:** Sales rose, reflecting favorable performance across fields centering on hematology, hemostasis and immunochemistry, due to a recovery following the COVID-19 impact, and instrument installations in the previous period.

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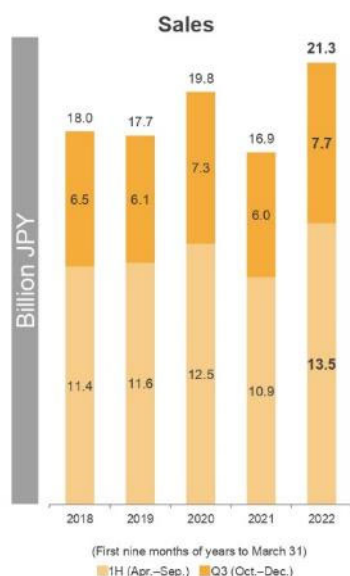
Sales in China were JPY62.79 billion, an 11.3% increase on a yen basis but the same as the previous year on a local currency basis.

Although instrument sales decreased, reagent sales were strong due to recovery from the impact of the coronavirus and other factors, and sales increased on a yen basis due to the positive impact of foreign exchange rates.

Sales of instruments decreased due to factors such as a reaction to strong demand in the same period of the previous year, postponement of purchases due to buy China policies, and sluggishness of a major distributor covering several provinces, mainly Shanghai.

Sales of reagents increased due to strong sales in the fields of hematology, coagulation, immunochemistry, and others, reflecting the recovery in the testing demand and the progress in instruments installation in the previous fiscal year.

Information by Destination (AP)



	(Billions of yen)	First nine months of fiscal year ending March 31, 2022	First nine months of fiscal year ended March 31, 2021	YoY (Previous period = 100%) (Yen basis)
Sales		21.3	16.9	126.2% (119.7)
Instruments		4.9	4.0	120.4%
Reagents		14.6	11.3	128.6%
Services, others		1.8	1.4	123.5%

Note: Figures in parentheses exclude the impact of exchange rate fluctuations.

Performance recovered following the impact of COVID-19, and double-digit up instrument and reagent sales growth in all fields pushed sales for the region.

- Instruments: Sales rose centering on favorable results in the hematology and hemostasis field in India and Thailand.
- Reagents: Sales increased in all fields, due to a recovery in testing demand, centering on India, Indonesia and South Korea.

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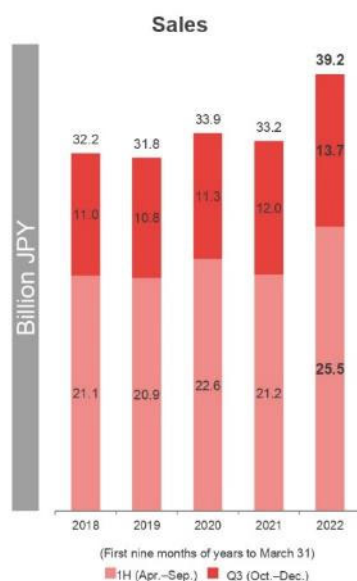
In the AP region, sales increased by 26.2% to JPY21.360 billion, with double-digit growth in sales of both instruments and reagents in all segments.

Sales of instruments increased due to growth in the field of hematology and hemostasis in India, Thailand, and other countries. Sales of reagents increased by double digits, mainly in India, Indonesia, and South Korea, where demand for testing has recovered.

The sales growth rate by region within the AP region are

Up 18.6% for Southeast Asia, up 105.9% for South Asia, up 9.6% for Oceania, up 12.2% for East Asia.

Information by Destination (Japan)



(Billions of yen)	First nine months of fiscal year ending March 31, 2022	First nine months of fiscal year ended March 31, 2021	YoY (Previous period = 100%) (Yen basis)
Sales	39.2	33.2	118.0%
Diagnostics business	38.5	33.2	115.8%
Instruments	5.6	5.5	101.8%
Reagents	26.5	21.9	121.1%
Services, others	6.3	5.8	109.0%
Medical robotics business	0.7*	-	-

Sales rose in the region, as sales of instruments and reagents increased due to a rise in testing demand in relation to COVID-19.

- **Diagnostics business**
Instruments: Sales rose due to higher sales in the immunochemistry and hemostasis fields in line with higher testing demand in relation to COVID-19.
Reagents: Sales of reagents increased due to higher demand in the immunochemistry and hemostasis fields in line with higher demand for antigen tests and tests to predict aggravation. Sales also rose in the life science field due to an increase in PCR testing.
- **Medical robotics business:** Eleven units have been installed since the start of sales.

* Contract details differ, depending on the sales scheme, so the number of units installed does not align with sales results.

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In the Japan region, sales increased by 18% to JPY39.280 billion, with growth in instruments and reagents due to increased demand for the coronavirus-related tests.

Sales of instruments in the diagnostics business increased due to growth in the hemostasis and immunochemistry fields, reflecting increased demand for the coronavirus-related tests.

Sales of reagents increased due to growth in the fields of hematology and urinalysis as a result of recovery in demand for testing, as well as growth in the fields of immunochemistry, hemostasis, and life science as a result of increased demand for the coronavirus antigen testing, prediction of exacerbation of COVID-19 and PCR testing.

The medical robotics business had sales of JPY740 million. Since the launch of hinotori, a surgical support robot, in December 2020, the total number of units installed as of the end of December 2021 reached 11.

However, the number of units installed is not proportional to the actual sales, as the sales scheme of each project is not only purchase, but also lease, rental, etc., and the recording of sales varies greatly depending on the terms of the contract. Please keep this in mind.

Consolidated Earnings Forecast



No revisions subsequent to November 2021 announcement.

Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2022

Net sales: **¥360.0 billion**

Operating profit: **¥66.0 billion**

Operating margin: **18.3%**

Profit attributable to owners of the parent: **¥44.0 billion**

Profit attributable to owners of the parent to net sales: **12.2%**

Planned investment

Capital expenditure:
¥39.0 billion
(including tangible and intangible)

Depreciation and amortization:
¥29.5 billion

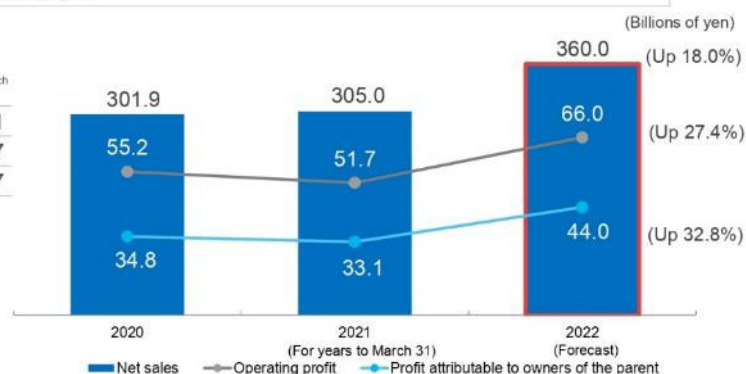
R&D expenditure:
¥26.5 billion

● Assumed Exchange Rates

	For fiscal year ending March 31, 2022 (Revised Nov. 2021)	For second half of fiscal year ending March 31, 2022 (Revised Nov. 2021)	Previous year (fiscal year ended March 31, 2021)
1 USD	¥110.9	¥112.0	¥106.1
1 EUR	¥130.5	¥130.0	¥123.7
1 CNY	¥17.0	¥17.0	¥15.7

● Exchange Rate Sensitivity

	Net sales (year)	Operating profit (year)
USD	¥0.68 billion	¥0.18 billion
EUR	¥0.51 billion	¥0.16 billion
CNY	¥5.88 billion	¥4.53 billion



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Lastly, I would like to present the consolidated full-year earnings forecast.

In November last year, we revised our consolidated full-year earnings forecast as shown on this page, and there is no change from that.

Although there will be some ups and downs depending on the region and the business field, we will aim to achieve the announced figures overall.

In the medical robotics business, we have had a sales target of JPY5 billion since the beginning of the fiscal year, but due to the 3-month delay in post-marketing surveillance caused by the spread of coronavirus infection, we were not able to start aggressive sales activities to general hospital until the second quarter. As I mentioned earlier, there are various sales schemes for each project, including not only purchasing but also leasing and rental, and the recording of sales differs greatly depending on the terms of the contract. As a result, I think we will deviate greatly from our target of JPY5 billion, but we will aim to meet the full-year target for the Group by covering sales in other fields.

We are aiming to have a total of 20 units of hinotori installed by the end of this fiscal year, and except for a three-month delay in the start of full-scale sales, installation is proceeding smoothly.

This concludes the presentation.

[END]